

## Message Text

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NEA/RA/HMONTGOMERY

EB/OCA/CM/LAKEFORTH

B/EX:FWILSON

EB/OCA/CBRERLIN

EA:MHENDERSON

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R 142355Z JAN 76

FM SECSTATE WASHDC

TO AMCONSUL BOMBAY

AMCONSUL CALCUTTA

AMEMBASSY COLOMBO

AMEMBASSY DACCA

AMEMBASSY ISLAMABAD

AMEMBASSY KABUL

AMCONSUL KARACHI

AMEMBASSY KATHMANDU

AMCONSUL LAHORE

AMCONSUL MADRAS

AMEMBASSY NEW DELHI

AMEMBASSY RANGOON

INFO AMEMBASSY TUNIS

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E.O. 11652: N/A

TAGS: BEXP; XD, BM, TS

SUBJECT: SOUTH ASIA COMMERCIAL OFFICERS CONFERENCE

1. STATE/COMMERCE PREPARING HOLD SOUTH ASIA COMMERCIAL

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OFFICERS CONFERENCE IN COLOMBO, APRIL 6-8. (FYI: THIS

MEETING WILL FOLLOW NEAR EAST/NORTH AFRICA COMMERCIAL CONFERENCE IN TUNIS, MARCH 30-APRIL 1). EXPENSES, INCLUDING TRAVEL AND PER DIEM FOR POST PARTICIPANTS, WILL BE SHARED EQUALLY BY STATE AND COMMERCE. FOCUS OF CONFERENCE WILL BE ON IMPROVING EXPORT PROMOTION MANAGEMENT AND ADAPTING TECHNIQUES OF SUPPORT FOR U.S. BUSINESS TO LOCAL CONDITIONS.

2A. STATE/COMMERCE ABLE TO INVITE ONE OFFICER FROM ALL ADDRESSEE POSTS, AND ADDITIONAL OFFICER FROM NEW DELHI, ISLAMABAD, KABUL AND KARACHI. FOR SMALLER E/C SECTION POSTS, OUR INTENTION IS TO INVITE HIGHEST RANKING COMMERCIAL OFFICER. WHERE TWO OFFICERS ARE INVITED TO ATTEND, WE PROPOSE THESE BE CHIEF OF ECONOMIC/COMMERCIAL SECTION AND THE OFFICER PRIMARILY RESPONSIBLE FOR COMMERCIAL WORK. IF ONE OF THE TWO OFFICERS IS TO BE REASSIGNED SHORTLY AFTER CONFERENCE, ATTENDANCE OF ANOTHER OFFICER IS ENCOURAGED PROVIDED LATTER IS CLOSE TO COMMERCIAL PROGRAM AND IS EXPECTED TO PROVIDE CONTINUITY TO MISSION COMMERCIAL PROGRAM MANAGEMENT. BASED ON THESE CRITERIA, STATE/COMMERCE PROPOSE FOLLOWING PARTICIPANTS FOR COLOMBO CONFERENCE:

---- BOMBAY: JOSEPH T. O'BRIEN

---- CALCUTTA: ALEXANDER T. LIEBOWITZ

---- COLOMBO: JAMES M. HAWLEY, III

---- DACCA: DONALD W. BORN

---- ISLAMABAD: J. BRUCE AMSTUTZ; GORDON R. POWERS

---- KABUL: CARROLL L. FLOYD; DAVID C. MCGAFFEY

---- KARACHI: ROBERT E. ROSSELOT; GARY DE VIGHT

---- KATHMANDU: DENNIS P. MURPHY

---- LAHORE: CLARK RUMRILL

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---- MADRAS: SAMUEL A. KELLER

---- EW DELHI: ROGER D. SEVERANCE; PAUL V. RAY, JR.

---- RANGOON: RAYMOND V. DICKEY

2B. NOTE: ALTHOUGH RECOGNIZE THAT RANGOON UNDER

JURISDICTION OF BUREAU OF EAST ASIAN AND PACIFIC AFFAIRS (AT STATE), POST IS INVITED TO SEND REP TO COLOMBO. HOWEVER, POST SHOULD REALIZE THAT FUNDING WILL NOT ALLOW SENDING OF REPS TO TWO CONFERENCES WITHIN TWO YEARS. IF POST DECIDES ON COLOMBO, POST WILL NOT BE ABLE TO SEND REP TO EA COMMERCIAL OFFICERS CONFERENCE TENTATIVELY SCHEDULED FOR EARLY CY 1977. WOULD APPRECIATE POST COMMENTS.

3. THE ATTENDANCE OF RANKING COMMERCIAL OR E/C OFFICERS IS IMPORTANT AND SHOULD BE GIVEN TOP PRIORITY. WASHINGTON DELEGATION WILL PROBABLY INCLUDE DEPUTY ASSISTANT SECRETARIES FROM STATE AND COMMERCE. PRESENTATIONS BY WASHINGTON OFFICIALS WILL BE KEPT TO MINIMUM SINCE WE ENVISION THAT THE CONFERENCE WILL CONSIST LARGELY OF DISCUSSION AND DIALOGUE SESSIONS.

4. CONFEREES SHOULD PLAN ARRIVE DURING DAY APRIL 5 AS CONFERENCE WILL BE PRECEDED BY EVENING RECEPTION. WIVES

ATTENDANCE PERMITTED AT INDIVIDUALS OWN EXPENSE BUT NOT ENCOURAGED DUE FULL SCHEDULING DURING CONFERENCE.

5. ADDRESSEE POSTS REQUESTED CONFIRM OFFICERS ATTENDING CONFERENCE BY JANUARY 22. PLEASE ADDRESS CABLE TRAFFIC ATTENTION EB/OCA/CM AND DAVID KATZ, COM/BIC/OIM/OD, AND SIMULTANEOUSLY INFO JAMES HAWLEY, CONTROL OFFICER, AMEMBASSY COLOMBO. UNLESS OTHERWISE INSTRUCTED, COLOMBO WILL BOOK RESERVATIONS AT LANKA OBEROI HOTEL (IN VICINITY OF EMBASSY) MONDAY APRIL 5, THROUGH THURSDAY APRIL 8. WE EXPECT CONFERENCE WILL ALSO BE HELD AT LANKA OBEROI.  
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6. FINAL CONFERENCE AGENDA WILL BE PREPARED IN WASHINGTON. FOR THAT PURPOSE, POST SUGGESTIONS FOR AGENDA TOPICS AND/OR WORKSHOP SESSIONS RELEVANT TO SOUTH ASIAN POSTS ARE SOLICITED. REQUEST ALL SUGGESTIONS CABLED TO SECSTATE AND USDOC BY JANUARY 22.

7. SEPTELS UILL FOLLOW SUPPLYING FISCAL DATA FOR CONFEREES AND DETAILS OF PROGRAM AND PROGRAM PARTICIPANTS. KISSINGER

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**Automatic Decaptioning:** X  
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**TAGS:** BEXP, XD, BM, TS  
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